



May 4, 2009

Eileen Maher  
Environmental Services Department  
San Diego Unified Port District  
P.O. Box 120488  
San Diego, CA 92112-0488

Ms. Maher,

We are honored to submit the attached proposal for a grant in response to the Request for Proposal, Environmental Projects Benefiting San Diego Bay, March 11, 2009. Our proposal is to fund **San Diego Oceans Foundation White Seabass Restocking Project** for five years, starting in 2009.

**Project Title:** White Seabass Restocking Project

**Project Description:** As part of the California Department of Fish and Game's Oceans Resources Enhancement Hatchery Program (OREHP), SDOF's White Seabass Restocking project runs a white seabass grow-out facility in San Diego Bay. Deemed the "hallmark pens" out of 16 OREHP facilities in Southern California, and located off Harbor Drive, SDOF's facility is capable of holding 17,000 fish and annually reintroducing over 50,000 fish back into the wild. Because we offer tours of our installation to the public; oceanography research opportunities to students at Mt. Carmel High School and at High Tech High; and research data on the life history and range of habitat of our fishery raised white seabass, our project enhances **natural resources**, provides **environmental education**, and enables fisheries **research**.

**Project Manager's Contact Information:** John Valencia, SDOF Executive Director, 1875 Quivira Way, C-5, San Diego, CA 92109, 619-523-1903, john@sdoceans.org.

**Grant Funding Request:** Year 1: \$78,550; Year 2: \$78,208; Year 3: \$81,337; Year 4: \$84,590; Year 5: \$87,974; Total Years: \$410,659

**Total Cost of Proposal:** Year 1: \$319,823 Year 2: \$327,728; Year 3: \$340,837; Year 4: \$354,471; Year 5: \$368,650; Total Years 1-5: \$1,711,509

**Timeline of Project:** July 7, 2009 to June 30, 2014.

**Benefit to San Diego Bay:** Through direct release of thousands of white seabass into the San Diego Bay, our program enhances local fish stocks and increases recreational fishing value in the Bay. Through tours, research, and volunteer opportunities, we enhance understanding of the Bay's ecology and promote stewardship of San Diego Bay's waters and living resources.

**Source of Matching Funds:** San Diego County Fish and Wildlife Commission, Fish America, donations, and volunteer hours

Sincerely,

John Valencia  
Executive Director

# San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

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## I. Introduction

Once an important game and commercial food fish, white seabass virtually disappeared from California's coastal waters. Between 1950 and 1980, the annual sport catch of white seabass, a member of the croaker family, declined dramatically from 55,000 fish to fewer than 3,500. Between 1960 and 1982, the annual commercial catch of white seabass declined from over 3.5 million pounds to approximately 100,000 pounds. Surveys show the loss of habitat along with heavy commercial and sport fishing and the development of gill nets have depleted white seabass populations to 10 percent of what they were 50 years ago along the Southern California coast.

**San Diego Oceans Foundation's White Seabass Restocking & Research Project** is a best-management tool to counter the loss of habitat for preserving this population of fish, while also learning about fish population trends within San Diego Bay. Our San Diego Bay white seabass grow-out pens are part of a marine hatchery project of the California Department of Fish and Game Oceans Resources Enhancement Hatchery Program (OREHP) that is successfully turning around this precipitous drop in seabass population along our coast. SDOF's annual goal is to release approximately 40,000 white seabass into San Diego Bay, engage the public in the project through tours and volunteer opportunities, and provide research to increase the body of knowledge on this vital fish and its ecology, as well as other fish species and to determine their movement patterns between the bay and the coastal shelf. We seek funding to support our program for five years, starting in July 2009 and continuing through June of 2014.

Since its founding in 1984, the San Diego Oceans Foundation, a non-profit, volunteer-based organization, has promoted stewardship of the region's marine waters and living resources. Our programs involve the community in hands-on, action-based activities that include scientific research, habitat enhancement, pollution prevention, and science education, in addition to our fisheries restoration. In support of its mission, SDOF joined the OREHP effort in 1997 with a grow-out facility in Mission Bay. Based on our success at our Mission Bay pens, we added a larger facility in San Diego Bay in Spring 2003. Our White Seabass Restocking & Research Project is voluntary and not required as a matter of compliance or mitigation. It also has never been identified as a specifically required activity of another agency or entity.

Our White Seabass Restocking & Research Project is not fully funded by another entity. As described in our budget plan, the majority of funding for this project comes from in-kind donations.

SDOF's White Seabass Restocking & Research Project is consistent with the Port mission: "While protecting the Tidelands Trust resources, the Port will balance **economic benefits**, community services, **environmental stewardship**, and public safety on behalf of the citizens of California." By releasing approximately 40,000 white seabass into San Diego Bay, and offering tours of our installation to the public, oceanography research opportunities to students at Mt. Carmel High School and at High Tech High, and research data on the life history and range of habitat of our fishery raised white seabass, as well as other bay fish species to the scientific community, our project enhances **natural resources**, provides **environmental education**, and enables fisheries **research** in the waters of the San Diego Bay.

## II. Project Narrative

SDOF's White Seabass Restocking & Research Project aims to continue bolstering this local fish population while also providing research to scientific communities, by releasing over 40,000

## San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

fish into San Diego Bay and by tracking other San Diego Bay fish, with the help of Hubbs-SeaWorld Research Institute and an active base of volunteers. By maintaining grow-out facilities within San Diego Bay, we engage the community through active participation to feed and maintain these fish in order to enhance San Diego's nature resources while also providing environmental education.

### *Description of the proposed project*

SDOF's White Seabass Restocking & Research Project grow-out pens in San Diego Bay off Harbor Drive hold up to 40,000 fish, with a smaller pen in Mission Bay that increases our capacity to 8,000 fish. Annually, SDOF has reintroduced up to 50,000 fish back into the Bay. Our pens blend marine technology, science education, and community participation. To help the scientific community learn more about San Diego Bay's fish populations, **SDOF is adding a fish tagging research component** where at catch and release fishing tournaments, volunteers will help tag kelp bass, barred sand bass, spotted sand bass and halibut.

### **Marine technology**

Our grow-out facilities include an oil boom, predator nets, containment nets, and maintenance equipment.

The predator nets keep fish, diving birds, and marine mammals from attacking the white seabass. These nets have a mesh size of two inches.

We have two containment nets to retain the white seabass. These nets are cages constructed of mesh-like material that is resistant to seawater corrosion and is nonabrasive to the fish. Mesh size is small to ensure that juvenile fish cannot escape or become entangled but large enough to let waste be removed from the cage.

Our nets enable water to flow through the pens through from any direction and, therefore, supply oxygen to the fish. Inadequate water flow can initiate poor growth, outbreaks of parasites, and even fish kills. Stress-related deaths caused by oxygen deficiency are one of the most common problems with net pens. As with any foreign object placed in the ocean, net cages easily overgrow with algae and mussels and must be scrubbed when they become fouled. To ensure the health of our fish, we clean our nets each month with an Armada Power Scrubber.

Our facility uses solar panels to run four automatic fish feeders.

### **Science education**

Our project provides research opportunities for the scientific community and for San Diego high school students.

All fish raised and released by SDOF are tagged in the cheek with coded metal wires, inserted by Hubbs-SeaWorld Research Institute (HSWRI) scientists before the fish are delivered to our pens. When fishermen return the head of a hatchery-reared white seabass, the implanted tags can provide HSWRI information on growth, migration, survivorship, predation, and mating. The wires also provide critical life history information including the spawning date, which indicates the age of the fish, where it was released, and how far it traveled in the wild. This data is crucial because it provides accurate information regarding the success of our restocking efforts and where these fish are taking residence.

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SDOF has developed an education component with High Tech High and San Diego's Mount Carmel High School's Advanced Placement Environmental Science classes. With guidance from SDOF, Mt. Carmel students test the water quality at the grow-out site and monitor the pH, temperature, dissolved nitrates, oxygen, phosphates, detergents, and phenols. With the help of David Merk and Eileen Maher from the Port's Environmental Services Department, we developed this partnership in 2003 to establish a baseline understanding of the area surrounding the grow-out pens and to provide an educational component to the restocking program. We will be happy to provide results from this research project upon request.

### **Community participation**

The hallmark of our White Seabass Restocking & Research Project is the high level of community involvement. This project is designed not just to raise and reintroduce fish back into the wild, but also to inform the public about the importance of fish restoration projects. Therefore, the project includes a strong community component. For example, SDOF staff gives tours of the San Diego Bay facility each week to introduce the community to the hands-on restoration efforts and to encourage them to become involved. Volunteers, over 750 of them, conduct most of the daily operations at the grow-out facility, and thousands of volunteer hours are documented each year at the facility.

Hornblower Cruises & Events recently added SDOF to their "whale wall" aboard their harbor cruise ship (which averages 115,000 guests per year) and has included a narrative description about SDOF on their harbor tours. Hornblower Cruises & Events distributes a map of the San Diego Bay and has included our fish pens as a point of interest.

### **How it will be implemented**

Our White Seabass Restocking & Research Project is an ongoing SDOF program. Our program coordinator oversees daily, weekly, monthly, and occasional operations.

#### **Daily operations**

Volunteers attend the pens twice daily, hand-feeding the fish, removing any mortalities and attend to the automatic feeders. All data is recorded about the fish feeding habits, number of mortalities, water and weather conditions and any other significant information.

#### **Weekly operations**

Our program coordinator leads two to three public tours.

#### **Monthly operations**

Professional SCUBA diver operates the Armada Power Scrubber to clean the net pens.

Program coordinator schedules over 750 active volunteers.

Volunteers perform maintenance (four to six hours each session).

#### **Occasional operations**

We will replace our two containment nets in 2009.

Our program coordinator conducts volunteer orientations.

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When fish are of adequate size and health, releases are conducted with volunteers, managed by our program coordinator and Hubbs scientist. Each fish is counted to ensure accurate tracking.

Once a release is conducted, pens are repaired and prepped, and then Hubbs and our program coordinator, with the help of SDOF volunteers, facilitate a delivery.

Volunteers on a regular basis transport food and supplies.

### **How its impacts will be measured**

We have set goals for our project in three areas: natural resources, environmental education, and research.

*Goal 1 (natural resources):* We will release viable white seabass into San Diego Bay.

*Goal 2 (environmental education):* Members of the public will become more interested in fisheries management, the ecology of San Diego Bay, and environmental issues affecting San Diego's bay and ocean waters.

*Goal 3 (environmental education):* Students will participate in marine fisheries research at our San Diego Bay grow-out facility.

*Goal 4 (research):* The body of scientific knowledge about fisheries management, the ecology of San Diego Bay, and environmental issues affecting San Diego's bay and ocean waters will expand.

For the project objectives tied to these goals and how we will measure them, see IV. Objectives of Grant Proposal, page 9.

### ***Specific activities including timeline***

Because our White Seabass Restocking & Research Project has been operating since 1997, our plans for this grant expand our continuing operation. In addition to the daily, weekly, and monthly operations (see How it will be implemented, page 5), project staff will perform the following administrative functions.

### **Year 1, 2009-2010 Timeline**

#### **May 4, 2009**

- Submit proposal to the San Diego Unified Port District, Environmental Services.

#### **June 2009**

- Project director continues operations.

#### **July 2009**

- Project funding begins.

#### **October 2009**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

#### **January 2010**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

#### **April 2010**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

**Year 2, 2010-2011 Timeline**

**July 2010**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

**October 2010**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

**January 2011**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

**April 2011**

- Project director and Mr. Valencia prepare and submit quarterly progress report to the Port.

**Year 3, 2011-2012 through Year 5, 2013-2014 Timeline**

The schedule for Years 3 through 5 is the same as the schedule for Year 2 with the addition of the following activities in June of Year 5.

**June 2014**

- Project director and Mr. Valencia prepare and submit the final report to the Port District and present the final report to the BPC, EC and/or the Environmental Services Department staff.
- Project director and Mr. Valencia prepare and set up the lobby display for the Port Administration Building describing the project.

***Why our proposed project is important***

Our project is a best-management tool within a large effort to minimize the rapid decline of white seabass caused by over-fishing, gill net use, and habitat destruction.

<b>Problem</b>	<b>Solution</b>
<b>Over-fishing.</b> Between 1950 and 1980, the annual sport catch of white seabass declined dramatically from an annual catch of 55,000 fish to fewer than 3,500. Between 1960 and 1982, the annual commercial catch of white seabass declined from over 3.5 million pounds to approximately 100,000 pounds. White seabass populations have declined to 10 percent of what they were 50 years ago.	Commercial and sport fishing have been regulated since 1931 (commercial) and 1949 (sport) with rules closing the fisheries during specific months, establishing fish size limits, and setting daily catch limits. The white seabass Fishery Management Plan (WSFMP) was adopted in 1996, implemented in 1998, and updated in 2001. <sup>1</sup>
<b>Gill net use.</b> Gill nets changed entire ocean ecosystems in the 1980s, and the nets are viewed as one of the most controversial causes of the decline of white seabass. Often they were draped through kelp beds and left overnight, wiping out entire schools of fish as well as many other marine animals.	It took nearly a decade to change this method, but by 1990, gill nets were banned within three miles of the shoreline and the offshore islands.

<sup>1</sup> Seafood Watch, Seafood Report, White Seabass, Monterey Bay Aquarium, 2003.

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Problem	Solution
<p><b>Habitat destruction.</b> Most of the natural estuaries and shallow lagoons along the coast of Southern California are being overtaken by development. Native species, including the white seabass, use these sensitive areas for nursery habitats. Without these habitats, white seabass have no natural location to regenerate their populations.</p>	<p><b>SDOF’s White Seabass Restocking &amp; Research Project</b> is part of OREHP’s efforts to counter the loss of habitat. As of 2002, OREHP’s 16 Southern California facilities had released 300,000 juvenile white seabass into bays and coastal areas. SDOF’s facility in the San Diego Bay is considered the OREHP’s “hallmark pens.” When commissioners from the department of Fish and Game ask to inspect an OREHP grow-out facility, SDOF’s San Diego Bay facility has been chosen for viewing every time.</p>

***How our project benefits San Diego Bay***

Through direct release of thousands of white seabass into the San Diego Bay, our program enhances local fish stocks and increases recreational fishing value in the Bay. Through tours, research, and volunteer opportunities, we enhance understanding of the Bay’s ecology and promote stewardship of San Diego Bay’s waters and living resources. Our project also promotes San Diego Bay as a well-managed body of water. By conducting research at our facility and collecting data on the fish we grow and release, students from Mt. Carmel High School and High Tech High, and scientists at HSWRI are increasing our knowledge of conditions in the Bay and connected waters.

Also, the new fish tagging component will provide valuable research to scientific communities about the current fish populations of San Diego Bay. The fish that are caught in catch and release tournaments will quickly, efficiently, and humanely be tagged and released back into the San Diego Bay. Local tackle shops will help educate fishers of our program and will offer incentives to turn in the tagged information.

***Partnerships to complete the project***

We have annual grants for our White Seabass Restocking & Research Project from San Diego County Fish and Wildlife Commission and Fish America. Annually, we receive over \$210,750 in donated supplies, labor, food, dock space, and scientific consulting. We also benefit from volunteer hours from dedicated residents in the community.

Our education partners, High Tech High and Mt. Carmel High School’s Advanced Placement Environmental Studies classes monitor conditions at our grow-out pens and provide data for research.

We work with partners Hubbs-SeaWorld Research Institute (HSWRI), the California Department of Fish and Game, and United Anglers of Southern California to carry out our project. With each of these partners, we strive to release genetically significant species into Southern California waters to repopulate white seabass. Through the Oceans Resources Enhancement Hatchery Program, HSWRI breeds hatchlings to stock our fish pens. United Anglers of Southern California organize quarterly meetings to discuss progress.

### III. Qualifying Experience

SDOF joined the effort to begin restoring the white seabass fishery in 1997, when we became directly involved in the groundbreaking OREHP restoration effort. For references, contact Mike Gafford, Hubbs-SWRI at (760) 434-9501 and David Merk, San Diego Unified Port District at (619) 686-7239.

1983	Through legislation passed by the California state legislature, the California Department of Fish and Game instituted the Oceans Resources Enhancement Hatchery Program.
1995	Hubbs-SeaWorld Research Institute built an experimental marine fish hatchery in Agua Hedonia Lagoon in Carlsbad, California, as part of the OREHP. The hatchery breeds young white seabass fingerlings from egg stage to a few inches long. When the cultured white seabass reach 3 inches, they are tagged and transported to one of 16 grow-out facilities on the California coastline.
1997	At the request of Frank Powell, now retired HSWRI executive director, SDOF developed an inexpensive, net-pen, grow-out system similar to those used to farm salmon throughout the world. SDOF established a grow-out facility on this new model in Mission Bay. The facility holds between 6,000 and 8,000 white seabass fingerlings and has the capability to reintroduce 16,000 white seabass into the wild annually.
2003	At the request of Hubbs-SWRI, based on the health of the fish raised in the SDOF Mission Bay grow-out facility, and with help and sponsorship from the San Diego Unified Port District, SDOF implemented a second facility in San Diego Bay. This facility is capable of holding 40,000 fish and annually reintroducing over 50,000 fish into the wild.
2003 to present	SDOF's San Diego Bay grow-out facility blends marine technology, science education, and community participation, and stands out as the "hallmark pens" among the OREHP program's 16 Southern California facilities.

### IV. Objectives of Grant Proposal

Since 2008, we have reintroduced approximately 40,000 white seabass each year from our grow-out facility in San Diego Bay, engaged students and members of the public, and enabled scientific research at the site. For the next five years, starting in 2009-10 and continuing through 2013-14, we propose to continue our leadership role in the OREHP program. We have tied the following objectives and measurements to our project goals. **At no point will participating youth be identified by name in our reports on our results.**

*Goal 1 (natural resources):* We will release viable white seabass into San Diego Bay.  
*Objective:* By the end of each year, we will release approximately 40,000 white seabass into the Bay. *Measurement:* Project director will maintain logs of fish taken into our pens and released from them.

*Goal 2 (environmental education):* Members of the public will become more interested in fisheries management, the ecology of San Diego Bay, and environmental issues affecting San Diego's bay and ocean waters. *Objective 2a:* By the end of each year, at least 500 people (10 people per week for 50 weeks) will have taken a tour of our San Diego Bay facility.

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*Measurement:* Project director will maintain logs of participants at weekly San Diego Bay grow-out facility tours. *Objective 2b:* By the end of each year, volunteers will have performed at least 2000 hours of work at the facility. *Measurement:* Project director will maintain logs of volunteers working at the San Diego Bay grow-out facility.

*Goal 3 (environmental education):* Students will participate in marine fisheries research at our San Diego Bay grow-out facility. *Objective:* By the end of each year, 50 percent of Mt. Carmel High School AP environmental science students will have collected data at the facility. *Measurement:* Project director will maintain a log of AP student researchers working at the facility.

*Goal 4 (research):* The body of scientific knowledge about fisheries management, the ecology of San Diego Bay, and environmental issues affecting San Diego's bay and ocean waters will expand. *Objective 5a:* At the end of each year, 1/16 of tags turned in by fishermen to HSWRI will be from fish released from SDOF's San Diego Bay grow-out facility. *Measurement:* Upon request, HSWRI can identify data on returned tags for fish raised in our pens to confirm their health, longevity, migration patterns, predation, mating patterns. *Objective 5b:* By the end of each year, 50 percent of Mt. Carmel High School AP environmental science students will have collected data at the facility and provided the results of their research. *Measurement:* Project director and Mt. Carmel High School AP environmental science faculty will review the data collected and research reports produced by the students.

### **V. Cost Proposal**

On the following page, the Income and Expense table and budget narrative provide our cost proposal.

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Income	Budget						Expenses	Budget					
	Year 1	Year 2	Year 3	Year 4	Year 5	Total		Year 1	Year 2	Year 3	Year 4	Year 5	Total
<b>Fundraising</b>							<b>Personnel</b>						
White Seabass Derby	5,000	5,500	6,000	6,240	6,490	29,230	Project director	28,704	29,852	31,046	32,288	33,580	155,470
<b>Subtotal</b>	<b>5,000</b>	<b>5,500</b>	<b>6,000</b>	<b>6,240</b>	<b>6,490</b>	<b>29,230</b>	Volunteer coordinator	23,546	24,488	25,468	26,486	27,546	127,534
							SCUBA diver	5,001	5,201	5,409	5,625	5,850	27,087
							Tagging Assistant	13,572	14,115	14,679	15,267	15,877	73,510
<b>Grants</b>							<b>Subtotal</b>	<b>70,823</b>	<b>73,656</b>	<b>76,602</b>	<b>79,667</b>	<b>82,853</b>	<b>383,602</b>
Port of San Diego	78,550	78,208	81,337	84,590	87,974	410,659	<b>Marketing and outreach</b>						
San Diego County Fish and Wildlife Commission	2,500	2,500	2,600	2,704	2,812	13,116	Printing	1,650	1,716	1,785	1,856	1,930	8,937
Fish America	7,500	7,500	7,500	7,500	7,500	37,500	Pen banners	1,250	1,300	1,352	1,406	1,462	6,770
Donations	15,500	16,000	16,000	16,500	17,000	81,000	Radio commercials	10,000	10,400	10,816	11,249	11,699	54,163
<b>Subtotal</b>	<b>104,050</b>	<b>104,208</b>	<b>107,437</b>	<b>111,294</b>	<b>115,286</b>	<b>542,275</b>	Reward system	1,200	1,248	1,298	1,350	1,404	6,500
							<b>Subtotal</b>	<b>14,100</b>	<b>14,664</b>	<b>15,251</b>	<b>15,861</b>	<b>16,495</b>	<b>76,370</b>
<b>Merchandise</b>							<b>Operating</b>						
White seabass T-shirts	400	400	450	468	487	2,205	Gas allowance	1,250	1,300	1,352	1,406	1,462	6,770
<b>Subtotal</b>	<b>400</b>	<b>400</b>	<b>450</b>	<b>468</b>	<b>487</b>	<b>2,205</b>	Liability insurance	4,000	4,160	4,326	4,499	4,679	21,665
							Vehicle insurance	5,000	5,200	5,408	5,624	5,849	27,082
							Volunteer incentives	1500	1560	1622	1687	1755	8,124
							Safety supplies	700	728	757	787	819	3,791
							Misc. supplies	500	520	541	562	585	2,708
							<b>Subtotal</b>	<b>12,950</b>	<b>13,468</b>	<b>14,007</b>	<b>14,567</b>	<b>15,150</b>	<b>70,141</b>
							<b>Capital equipment</b>						
							Storage unit remodel	600	0	0	0	0	600
							Power/pressure washer	500	0	0	0	0	500
							Dock dolly/dock joint	400	0	0	0	0	200
							Containment nets	3,200	0	0	0	0	3,200
							Fish tagging system	6,500	6,760	7,030	7,312	7,604	35,206
<b>SUBTOTAL</b>	<b>109,450</b>	<b>110,108</b>	<b>113,887</b>	<b>118,002</b>	<b>122,262</b>	<b>573,709</b>	<b>Subtotal</b>	<b>11,200</b>	<b>6,760</b>	<b>7,030</b>	<b>7,312</b>	<b>7,604</b>	<b>39,906</b>
							<b>SUBTOTAL</b>	<b>109,073</b>	<b>108,548</b>	<b>112,890</b>	<b>117,406</b>	<b>122,102</b>	<b>570,019</b>
<b>In kind</b>							<b>In kind</b>						
White seabass fingerlings	50,000	52,000	54,080	56,243	58,493	270,816	White seabass fingerlings	50,000	52,000	54,080	56,243	58,493	270,816
Dock space	8,500	8,840	9,194	9,561	9,944	46,039	Dock space	8500	8840	9194	9561	9944	46,039
Fish food	15,000	15,600	16,224	16,873	17,548	81,245	Fish food	15,000	15,600	16,224	16,873	17,548	81,245
Construction consultant	4,000	4,160	4,326	4,499	4,679	21,665	Construction consultant	4,000	4,160	4,326	4,499	4,679	21,665
Scientific consultant	107,250	111,540	116,002	120,642	125,467	580,901	Scientific consultant	107,250	111,540	116,002	120,642	125,467	580,901
Volunteer service hours	26,000	27,040	28,122	29,246	30,416	140,824	Volunteer service hours	26,000	27,040	28,122	29,246	30,416	140,824
<b>SUBTOTAL</b>	<b>210,750</b>	<b>219,180</b>	<b>227,947</b>	<b>237,065</b>	<b>246,548</b>	<b>1,141,490</b>	<b>SUBTOTAL</b>	<b>210,750</b>	<b>219,180</b>	<b>227,947</b>	<b>237,065</b>	<b>246,548</b>	<b>1,141,490</b>
<b>TOTAL</b>	<b>320,200</b>	<b>329,288</b>	<b>341,834</b>	<b>355,067</b>	<b>368,810</b>	<b>1,715,199</b>	<b>TOTAL</b>	<b>319,823</b>	<b>327,728</b>	<b>340,837</b>	<b>354,471</b>	<b>368,650</b>	<b>1,711,509</b>

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Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<p><b>Personnel</b></p> <p><b>Project director @ \$24/hr year 1</b></p> <p>Cheryl Barnes. Oversees program, 20 hrs/wk (1040 hrs) @ \$24/hr year 1 = \$24,960 x 15% (1.15) burden rate = \$28,704 year 1. Annual 4% (1.04) increase.</p>	0	28,704	0	29,852	0	31,046	0	32,288	0	33,580	0	155,470
<p><b>Volunteer coordinator @ \$15.75/hr year 1</b></p> <p>To be hired. Coordinates volunteers, 25 hrs/wk (1300 hrs) @ \$15.75/hr year 1 = \$20,475 x 15% (1.15) burden rate = \$23,546 year 1. Annual 4% (1.04) increase.</p>	0	23,546	0	24,488	0	25,468	0	26,486	0	27,546	0	127,534
<p><b>SCUBA diver @ \$22.65/hr</b></p> <p>To be hired. Cleans the pens twice a month = 16 hrs/mo x 12 mo/yr (192 hrs/yr) @ \$22.65/hr = \$4,349 x 15% (1.15) burden rate = \$5,001 year 1. Annual 4% (1.04) increase.</p>	5,001	0	5,201	0	5,409	0	5,625	0	5,850	0	27,087	0

San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<p><b>Tagging assistant @ \$13.05/hr year 1</b></p> <p>To be hired. Coordinates tagging at tournaments, 20 hrs/wk (1040 hrs) @ \$13.05/hr year 1 = \$13,572 year 1. Annual 4% (1.04) increase.</p>	13,572	0	14,115	0	14,679	0	15,267	0	15,877	0	73,510	0
<b>Subtotal</b>	<b>18,573</b>	<b>52,250</b>	<b>19,316</b>	<b>54,340</b>	<b>20,089</b>	<b>56,514</b>	<b>20,892</b>	<b>58,774</b>	<b>21,728</b>	<b>61,125</b>	<b>100,597</b>	<b>283,004</b>
<b>Marketing</b>												
<p><b>Printing</b></p> <p>Brochures describing our project, \$1,650 year 1. Annual 4% (1.04) increase.</p>	1,650	0	1,716	0	1,785	0	1,856	0	1,930	0	8,937	0
<p><b>Pen Signage</b></p> <p>Signage for our San Diego Bay facility to identify our project, \$1,250 year 1. Annual 4% (1.04) increase.</p>	0	1,250	0	1,300	0	1,352	0	1,406	0	1,462	0	6,770
<p><b>Advertising</b></p> <p>To recruit volunteers and increase awareness using radio or print advertising. \$10,000 year 1. Annual 4% (1.04) increase.</p>	0	10,000	0	10,400	0	10,816	0	11,249	0	11,699	0	54,163
<p><b>Reward system</b></p> <p>Incentive for fishers \$1,200 year 1. Annual 4% (1.04) increase</p>	600	600	624	624	649	649	675	675	702	702	3,250	3,250
<b>Subtotal</b>	<b>2,250</b>	<b>11,850</b>	<b>2,340</b>	<b>12,324</b>	<b>2,434</b>	<b>12,817</b>	<b>2,531</b>	<b>13,330</b>	<b>2,632</b>	<b>13,863</b>	<b>12,187</b>	<b>64,183</b>

San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<b>Operating</b>												
<b>Gas allowance</b> For SDOF vehicle, \$1,250 year 1. Annual 4% (1.04) increase.	500	750	520	780	541	811	562	844	585	877	2,708	4,062
<b>Liability insurance</b> To cover 30% (.3) of our \$4,000 premium = \$1,200 year 1. Annual 4% (1.04) increase	2,800	1,200	2,912	1,248	3,028	1,298	3,150	1,350	3,276	1,404	15,166	6,500
<b>Vehicle insurance</b> For SDOF vehicle to cover 30% (.3) \$5000 year 1. Annual 4% (1.04) increase.	3,500	1,500	3,640	1,560	3,786	1,622	3,937	1,687	4,095	1,755	18,957	8,124
<b>Volunteer incentives</b> Food and beverages for volunteers during periodic 4- to 6-hour maintenance days. \$1,500 year 1. Annual 4% (1.04) increase	900	600	936	624	973	649	1,012	675	1,053	702	4,875	3,250
<b>Safety supplies</b> At the pens, including emergency oxygen & first aid. \$700 year 1. Annual 4% (1.04) increase	350	350	364	364	379	379	394	394	409	409	1,896	1,896
<b>Misc. Supplies</b> To maintain sanitary conditions for volunteers and fish, including gloves, disinfectant, wipes, trash bags. \$500 year 1. Annual 4% (1.04) increase.	300	200	312	208	324	216	337	225	351	234	1,625	1,083
<b>Subtotal</b>	<b>8,350</b>	<b>4,600</b>	<b>8,684</b>	<b>4,784</b>	<b>9,031</b>	<b>4,975</b>	<b>9,393</b>	<b>5,174</b>	<b>9,768</b>	<b>5,381</b>	<b>45,226</b>	<b>24,915</b>

San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<b>Capital equipment</b>												
<b>Storage unit remodel</b> To improve storage efficiency for supplies. One-time cost.	600	0	0	0	0	0	0	0	0	0	600	0
<b>Power/pressure washer</b> For monthly cleaning of the pens to remove overgrowth of algae and mussels. Operated by professional SCUBA diver. \$500 year 1. Annual 4% (1.04) increase.	250	250	0	0	0	0	0	0	0	0	250	250
<b>Dock dollies</b> To transport food. One-time cost.	100	100	0	0	0	0	0	0	0	0	100	100
<b>Floating dock joint</b> To create an even walkway for our volunteers. One-time cost.	0	200	0	0	0	0	0	0	0	0	0	200
<b>Containment nets</b> 2 containment nets x \$1,600 = \$3,200. One-time cost.	400	2,800	0	0	0	0	0	0	0	0	400	2,800
<b>Fish tagging system</b> Tagging & tracking system totalling \$6,500 year 1. Annual 4% (1.04) increase.	0	6,500	0	6,760	0	7,030	0	7,312	0	7,604	0	35,206
<b>Subtotal</b>	<b>1,350</b>	<b>9,850</b>	<b>0</b>	<b>6,760</b>	<b>0</b>	<b>7,030</b>	<b>0</b>	<b>7,312</b>	<b>0</b>	<b>7,604</b>	<b>1,350</b>	<b>38,556</b>
<b>SUBTOTAL</b>	<b>30,523</b>	<b>78,550</b>	<b>30,340</b>	<b>78,208</b>	<b>31,554</b>	<b>81,337</b>	<b>32,816</b>	<b>84,590</b>	<b>34,128</b>	<b>87,974</b>	<b>159,360</b>	<b>410,659</b>

San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

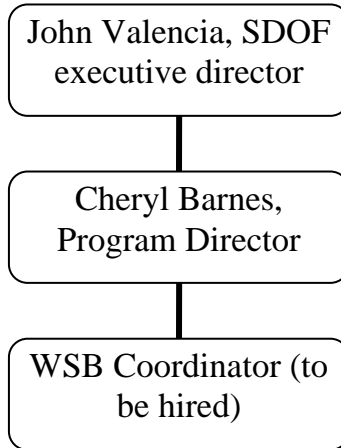
Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<b><u>In kind</u></b>												
<b>White seabass fingerlings @ \$1</b> Fingerlings @ \$1.00/fish x 50,000 fish = \$50,000 year 1. Annual 4% (1.04) increase.	50,000	0	52,000	0	54,080	0	56,243	0	58,493	0	270,816	0
<b>Dock space</b> San Diego Bay (and Mission Bay) = \$8,500 year 1. Annual 4% (1.04) increase.	8,500	0	8,840	0	9,194	0	9,561	0	9,944	0	46,039	0
<b>Fish food</b> \$15,000 year 1. Annual 4% (1.04) increase.	15,000	0	15,600	0	16,224	0	16,873	0	17,548	0	81,245	0
<b>Construction consultant @ \$20/hr</b> 200 hrs @ \$20/hr = \$4,000 year 1. Annual 4% (1.04) increase.	4,000	0	4,160	0	4,326	0	4,499	0	4,679	0	21,665	0
<b>Scientific consultant @ \$50/hr</b> 650 hrs @ \$165/hr = \$107,250 year 1. Annual 4% (1.04) increase.	107,250	0	111,540	0	116,002	0	120,642	0	125,467	0	580,901	0

San Diego Oceans Foundation White Seabass Restocking Project 2009 Proposal

Cost Proposal	Year 1		Year 2		Year 3		Year 4		Year 5		Total Years 1-5	
	SDOF Year 1 Cost	Port Year 1 Cost	SDOF Year 2 Cost	Port Year 2 Cost	SDOF Year 3 Cost	Port Year 3 Cost	SDOF Year 4 Cost	Port Year 4 Cost	SDOF Year 5 Cost	Port Year 5 Cost	SDOF 5-Year Cost	Port 5-Year Cost
<b>Volunteer service hours</b> 26 hrs/week x 52 weeks = 1,333 hours/year @ \$19.51/hr (national volunteer hourly rate) = \$26,000 year 1. Annual 4% (1.04) increase.	26,000	0	27,040	0	28,122	0	29,246	0	30,416	0	140,824	0
<b>Subtotal</b>	<b>210,750</b>	<b>0</b>	<b>219,180</b>	<b>0</b>	<b>227,947</b>	<b>0</b>	<b>237,065</b>	<b>0</b>	<b>246,548</b>	<b>0</b>	<b>1,141,490</b>	<b>0</b>
<b>TOTAL</b>	<b>241,273</b>	<b>78,550</b>	<b>249,520</b>	<b>78,208</b>	<b>259,501</b>	<b>81,337</b>	<b>269,881</b>	<b>84,590</b>	<b>280,676</b>	<b>87,974</b>	<b>1,300,850</b>	<b>410,659</b>

## VI. Personnel

OIM will employ the following personnel, who will report to SDOF executive director John Valencia:



### ***John Valencia, Executive Director***

Mr. Valencia holds a Bachelors of Business Administration, Marketing & Finance with two minors in Non Profit Management and Leadership from the University of San Diego. John, a San Diego native, brings ten years of non profit experience, an entrepreneurial spirit, and a sincere devotion for the ocean. John has served as Executive Director for two other San Diego non profits and was CEO for an international light manufacturing company. John has been recognized for his dedication to the non profit sector with Kiwanis Club's Outstanding Community Involvement Award, American Humanic's Community Award, and San Diego's Person of the Year Award. John is currently working on his Master's degree in Non-Profit Management. In his free time, John can be found surfing at La Jolla Shores or Solana Beach.

### **Cheryl Barnes, Project Director**

Cheryl graduated from San Diego State University in 2006 with a Bachelor's in Marine Biology. While in school, she was able to enhance her already-profound passion for the ocean and couldn't help but search for opportunities to promote ocean stewardship among her peers. Upon graduating, Cheryl moved to Japan where she officially caught the traveling bug. In 2008, Cheryl returned to San Diego in order to continue on her path toward marine conservation. Through her work at SDOF, Cheryl hopes to increase awareness about our impaired waters while providing simple environmental solutions for both children and adults. Off the clock, Cheryl is either attempting to add trips to her divers' log or plan her next foreign excursion.

## VII. Subconsultants

We will not have subconsultants for this project.

**VIII. Non-Profit Status**

For proof of San Diego Oceans Foundation's non-profit status, see the attached letter from the Internal Revenue Service, dated June 8, 1990, stating we are a 501(c) (3) organization.

**IX Applicant Disclosure**

No citations for environmental violations have been issued to San Diego Oceans Foundation or our Subconsultants from any regulatory agency within the last five years.

**X. Agreement**

We accept the sample agreement, including acceptance of the insurance and indemnification clauses, attached to the March 11, 2009 Request for Proposals, Environmental Projects Benefiting San Diego Bay, San Diego Unified Port District. We understand the Port reserves the right to change the insurance requirements based on the perceived risk of the proposed project. The project and cost proposal narrative will be the basis of Attachment A - Scope of Services, and Attachment B - Compensation and Invoicing.

**XI. Conflict of Interest**

San Diego Oceans Foundation is not performing services of any kind, for any person or entity that would conflict with the services to be provided to the Port under this agreement. Further, should SDOF be selected pursuant to this RFP, SDOF agrees that we will not perform services which would conflict with the services to be provided under this RFP.

**XII. Additional Information**

We have received letters of support from three organizations who work with SDOF and contribute to our programs. Because of space limits, we have not included them in our proposal. We will be happy to provide copies upon request.

**Attachment A: Respondent's Equal Opportunity Program**

See attached